

The background of the slide features a large, faint watermark of the Indiana state flag, which includes a torch and stars. Overlaid on this is the word "INDIANA" in a bold, blue, sans-serif font. The letter "I" is stylized to incorporate the outline of the state of Indiana, which is filled with a pattern of small yellow stars.

# INDIANA

*Accelerate Your Business*

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# **SBIR 101 : GENERAL SBIR OVERVIEW**

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# **SBIR – Small Business Innovation Research Program**

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## ***Highlights***

- Small Business Innovation Development Act of 1982
- SBIR program extended through FY2008
- 11 federal agencies currently participating
- In FY2005, approximately 4,600 awards were made for a total of \$2.0+ billion

## ***Objectives***

- Promote research, development, and commercialization of technology products by small business
- **SBIR** - stimulates technological innovations by small business
- **STTR** - promotes cooperative research and development between small business and U.S. research institutions

**STTR – Small Business Technology Transfer Program**



# Participating Agencies



- DOD
- HHS
- NASA
- DOE
- NSF
- DHS
- USDA
- DOC
- ED
- EPA
- DOT

SBIR/STTR  
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**TOTAL ~ \$2.5 B**  
**FY 2006**



# How Are Awards Made?

## PHASE I

- ➔ Feasibility Study
- ➔ \$100K and 6-month (SBIR) or 12-month (STTR) Award

## PHASE II

- ➔ Full Research/R&D
- ➔ \$750K and 2-year Award (SBIR/STTR)

## PHASE III

- ➔ Commercialization Stage
- ➔ Use of non-SBIR/STTR Funds





# Differences...

## Agencies

	DOD	NASA	DOT	EPA	DOE	DHS	DOC	NSF	USDA	DoED	NIH
Award Type Contract Grant	C	C	C	C	G	C	C	G	G	G/C	G/C
Award Amount Phase I	70K-100K* Options***	70K SBIR 100KSTTR	100K	70K	100K 9mos	100K	75K	100K	80K	100K	100K**
Award Amount Phase II	750K	600K	720K	225K*	750K	TBD	300K	500K***	325K	750K	750K**
Review Process	I	I	I	I	E	I	I	E	E	I	E
Research Topics	S	S	S	S	S	S	S	B	B	S	B
Gap Funding	Y	N	N	N	Y	N	N	Y	Y	N	Y
Communication	R	R	R	R	R	R	R	O	O	O	O

C – Contract  
 I -- Internal Review  
 S – Specific  
 R – Restricted

G – Grant  
 E – External Review  
 B – Broad  
 O – Open

\* Varies among DoD Sub-Components  
 \*\*Deviations permitted with justification  
 \*\*\*Some Agencies offer Ph II Options

Agency Differences  
 ALWAYS CHECK WITH  
 AGENCIES



# Who Is Eligible?

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**Organized for- profit U.S. business**



**At least 51% U.S.- owned by individuals and independently operated**



**Small Business located in the U.S.**



**500 employees or fewer, including affiliates**



**PI's primary employment with small business during project (SBIR only)**





# **State Resources: IEDC SBIR Initiative**

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# Why Are We Here??

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To support statewide technological innovation through the development of focused collaborations and toolsets to build a strong Indiana SBIR/STTR community... **ONE SMALL BUSINESS AT A TIME.**

## **By...**

- **Raising** awareness of the Federal SBIR/STTR program
- **Educating** Indiana small companies on submission process
- **Increasing** the # of Indiana SBIR/STTR applications
- **Improving** Indiana applicants' success rates



# What We Do...

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- One-on One Counseling Services
- Proposal Assistance
- Technical Reviews
- Proposal Reviews
- Educational Workshops
- SBIR/STTR Enhancement Program
  - Phase I Match Program
  - Phase II Enhancement Program
- Monthly Newsletter



# One-on-One Counseling...

- Detailed program instruction
- Determination of:

Level of support needed

Readiness of SB

Innovativeness of Technology

Qualifications of Team

Proposal Preparation Skills



- Collaborative defined pursuit strategy



# Proposal Assistance...

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- Partnered with established SBIR/STTR Writers within Indiana
- Educate you on:
  - Proposal Writing
  - Effective Team Building
  - Electronic Submission Process
  - Outlines process in detail



***Phase I and  
Phase II***

***First Time and/or Unsuccessful Applicants are eligible***



# Technical/Proposal Reviews...

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## Proposal Reviews

- Reviewed for:
  - *Flow and Articulation of the Submission*
  - *Consistency with Topic*
  - *Clarity of the Writing*
- Less than 3 Day Turn around

## Technical Reviews

- Reviewed for:
  - *Flow and Articulation of the Submission*
  - *Technical Merit*
- 2 Week Lead Time



***Phase I and  
Phase II***



# Educational Workshops...

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- Conducted Across the State
- Various Topics
  - SBIR/STTR 101
  - Proposal Writing Techniques
  - Cost Proposal
  - Commercialization Plans
  - CCR and Grants.gov
  - Identifying Topics and Agencies
  - Overview of NIH
- Upcoming Fall Series in Indianapolis



# SBIR/STTR Enhancement Program...

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- **Phase I Match Program**

- Dollar for Dollar Match – (Up to \$100K)
- Support Letter for Proposal
- Quick Turn Around

Match Application: <http://www.in.gov/iedc/sbir/news.html>



- **Indiana SBIR/STTR Commercialization Enhancement Program (ISCEP)**

- 1<sup>st</sup> RFP Closed July 20, 2007 – **12 Proposals Submitted**
- Next RFP Release Date – Mid December
- Awards up to \$350K
- Commercialization Bridge Funding



# Monthly SBIR Newsletter...

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*Indiana's source for up to date SBIR/STTR information*

- Updates on agencies
- Helpful Hints
- Calendar of Events
- Success Stories

2000+ subscribers

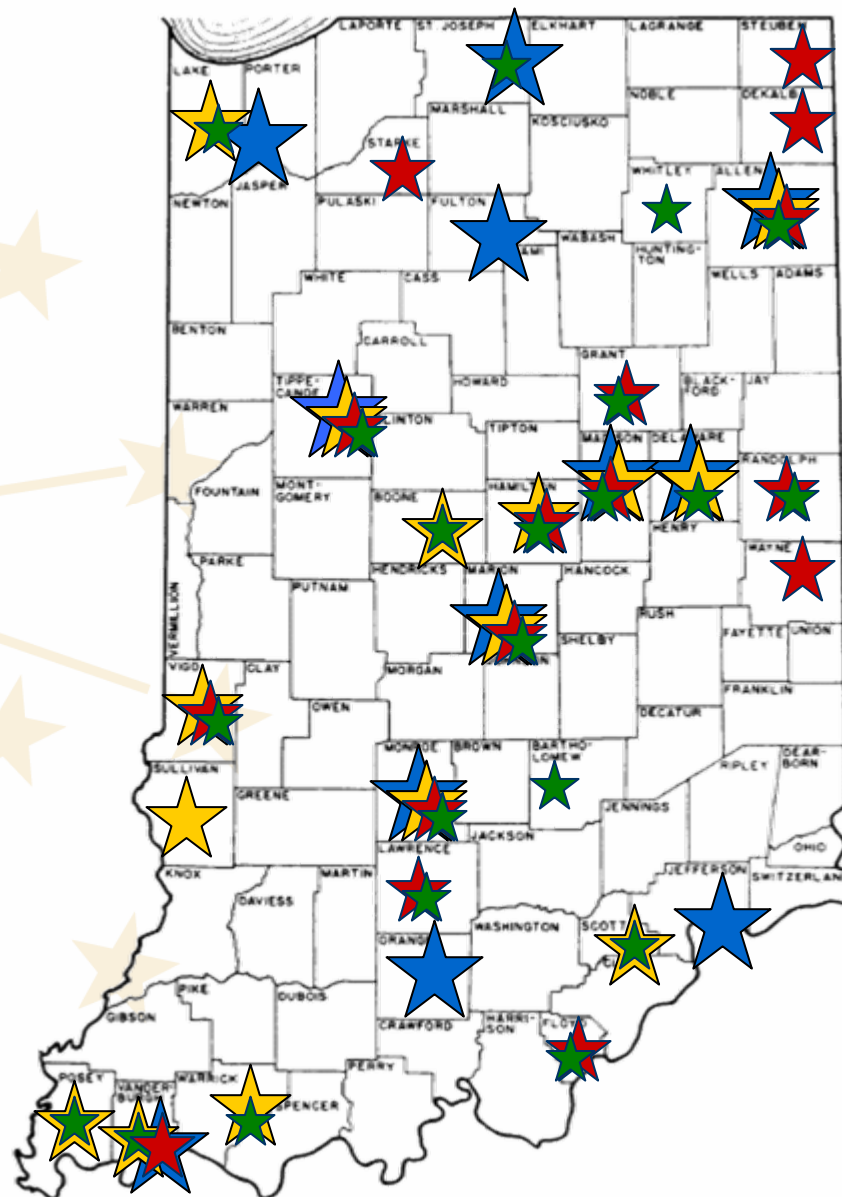
To be added to the distribution list, email your request to  
**[kbryant@iedc.in.gov](mailto:kbryant@iedc.in.gov)**



# Where Are Our SBIR Clients?

**246 Registered  
Clients**

-  Workshops/Seminars
-  Reviews
-  Proposal Assistance
-  Phase I Support Letters





# Contact the IEDC/SBIR Initiative

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